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# AMERICAN NURSERYMAN

The National Journal Of Commercial Horticulture



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Semi-Monthly by American Fruits Publishing Company, Inc.



Vol. XXVIII

ROCHESTER, N. Y., SEPTEMBER 1, 1918

No. 5

## PAINESVILLE NURSERIES

### BIDDING FOR FALL BUSINESS

#### Fruit Trees

Apples  
Pears  
Plums Etc.

#### Small Fruits

Currants  
Gooseberries  
Blackberries Etc.

#### Shrubs and Vines

Buddleia  
Calycanthus  
Cydonia  
Hydrangeas  
Privet  
Spireas  
Weigela  
Ampelopsis  
Climbing Hskls. Etc.

#### Ornamental

Ash  
Cut-leaf Wpg. Birch  
Catalpas  
Cornus  
Elms  
Horsechestnut  
Judas  
Lindens  
Maples  
Mulberries  
Teas Wpg. and Globosa  
Poplars  
Salisburia  
Sycamore  
Willows Etc.

#### Roses

Hardy Perennials  
Peonies, Phlox, Iris and  
Complete  
General Assortment.

We will have no Dutch Bulbs this fall; otherwise, "Business as Usual". Glad to handle your Want Lists

**The Storrs & Harrison Co.**

Established  
1854

NURSERYMEN . . . . . FLORISTS . . . . . SEEDMEN  
PAINESVILLE, OHIO

45 Greenhouses  
1200 Acres

The  
Preferred  
Stock

The  
Preferred  
Stock

## "There ain't nothin' never so bad as you think wot it's goin' to be."

That was the cheerful and cheering philosophy of "Glad," the street waif character, in that gripping little play "The Dawn of a Tomorrow." It is a good philosophy for life in general and particularly for the nursery business. We worry about so many things that never really happen. The railroad situation promises to be better than it was last season. Express transportation certainly couldn't be any worse and the chances are that the new express merger will vastly improve it. Best and most important of all the Allies seem to be slowly, but surely, getting a strangle hold on the Kaiser and we can confidently look for an ending of the war before another year is far along. Wholesale prices have advanced some but so have retail ones,—or if yours haven't, they should and can be. There probably will be no shipments coming over from Holland this year but—and here is where we come in—why worry about that when there are good supplies of the "J. & P. Preferred Stock" right here at your door. We have specialized for years in these lines:

Roses

Ampelopsis Veitchii

Paeonias

Large-flowering Clematis

Other Climbing Vines

Tree-form Hydrangeas

Tree-form Lilacs

Perennials

Hardy Flowering Shrubs

Shade Trees

Our fall trade-list is being sent to the printer just as this advertisement is written. It will be mailed early in the month. If you have not received your copy write us for it and make sure you are on our mailing list. Please use printed stationery when writing, though, or enclose business card. We send it only to "the trade."

# JACKSON & PERKINS CO., NEWARK, NEW YORK

We are subscribers to the Nurserymen's  
Market Development Fund.

The  
Preferred  
Stock

The  
Preferred  
Stock

## The Greening Nursery Co.

MONROE

MICH.

### Offer for late fall or early spring shipments:

Standard apple in 11-16, 5-8 to 11-16 and 1-2 to 5-8 grades, 3 year stock on French crab roots.

Standard pear, extra fine, 3 year, XX 3-4 and 5-8 to 3-4 grades.

Peach in 9-16 and up, 7-16 to 9-16 and 5-16 to 7-16 grades.

Will make extra heavy grade on application.

Stock is extra good, admirably adapted for the choicest retail trade. Prices and service will be right. Send us your lists for our estimates. Fine list of varieties, especially in apple and peach.

We also offer 500,000 extra fine shrubs, some varieties in large and heavy stock; fine for landscape work.

Fair stock of shade and ornamental trees in various sizes.

Tell us what you have in small fruits, fruit tree stocks. Will exchange where possible.

## What the Most Successful Merchant In America Says:

Suppose you could get the advice of the most successful merchant in America—advice directly applicable to your business; would it be worth anything to you?

Mr. Earl D. Babst, President of the American Sugar Refining Company, sells more sugar than anybody else in the world and sugar, they say, constitutes one-fourth of grocers' sales. Mr. Babst is a lawyer as well as a merchant and his salary is larger than that of the President of the United States. Why? Read What Mr. Babst says:

"We are often misled by the item of bulk. A bushel of potatoes appeals to us more than a half-bushel at the same price. But if most of the potatoes in the bushel are spoiled and if every one of the half-bushel is usable, it is easy to decide which is the wiser purchase. There is a tendency to get away from the quantity measure in all sorts of merchandise and to have a quality standard. The time is coming when the selling price of food will be based more on food value and heat units. And there is no question that good quality is remembered long after price is forgotten."

But Mr. Babst is a sugar merchant, and here he's talking about potatoes! Yes; talking about potatoes and sugar and Apple trees and Spirea Vanhouttei and every last thing that you and we grow and sell!

Babst's advice is worth \$100,000 a year to his firm. What can you make it worth to our firms? We grow stock for other nurserymen, with all the value we can put in it.

## PRINCETON NURSERIES

Growers for Nurserymen Exclusively

AT PRINCETON, IN NEW JERSEY

September First

We are subscribers to the Nurserymen's  
Market Development Fund

# AMERICAN NURSERYMAN--September 1, 1918

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

**ADVERTISING**—Advertising forms close on the 12th and 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$1.40 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches no exceptional list and covers the field of the business man engaged in Commercial Horticulture—the orchard operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

**SUBSCRIPTIONS**—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$1.50 a year; to Canada or abroad for \$2.00 a year. Add ten cents unless bank draft, postal or express money order is used. Three years, \$3.50 in U. S.

RALPH T. OLcott  
Editor and Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

33 State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

**INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammeled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American Industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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## WANTED

NURSERYMEN TO DRAW ON  
US FOR THE FOLLOWING

Peach, Apricot, Apple, Pear,  
Plum, Cherry, Pecans, Roses

and Other Ornamentals

**HEIKES - HUNTSVILLE - TREES**

All our own growing. In good assortment. Prices right.

**HUNTSVILLE WHOLESALE NURSERIES**

HUNTSVILLE, ALA.



## Vincennes Nurseries

**W. C. REED, Prop. VINCENNES, IND.**

We are pleased to offer for Fall or Spring  
**CHERRY 2 YEAR X X 1 inch up, also 3-4, 5-8 and lighter**  
grades

**CHERRY, One Year 11-16 up, 5-8 and 1-2 to 5-8**

Our Blocks of Cherry are largest to be found in U. S.

We bud annually 500,000 Cherry, they are making splendid

growth

Peach, One Year, all grades, leading Varieties

Plum, Japan and European, 1 and 2 year

APPLE, 2 Year, a few cars for late fall shipment

Grafted Hardy Northern Pecans

Car Lots a specialty. Also fair assortment of Ornamentals

# American Nurseryman

## The National Journal Of Commercial Horticulture

Entered September 1, 1918, at Rochester, N. Y. Post Office as second-class mail matter

Vol XXVIII

ROCHESTER N. Y., SEPTEMBER 1, 1918

No. 5

### SOUTHERN NURSERYMEN IN ANNUAL CONVENTION

Inspiring Address By President Fraser—Labor Matters Adjusting Themselves—President Mayhew In Attendance—All But Two Members Present Subscribe to Market Development Fund—The Officers

Members of the Southern Nurserymen's Association met in annual convention in Birmingham, Ala., last month; and, as in the case of the Chicago convention of the A. A. N. in June, expressed gratification over the year's results in view of disturbed conditions. Mark Lanier, of the Harlan Farms Nursery, Lockhart, Ala., said that his company had been able to get back from the North practically all its laboring men and that it was in very good shape. There was a discussion of the labor subject; the general opinion was that there would not be great deal of trouble in the South.

The program as prepared by President O. W. Fraser, was presented practically as it was published in the last issue of the *American Nurseryman*. William H. Kessler, landscape architect, of Birmingham, showed that the government is doing considerable landscape work at the cantonments—practical proof of the advisability of a Beautiful as well as a Fruitful America. "Rose Culture In the South," was discussed by S. W. Crowell, United States Nursery Co., Roseacres, Miss.; "Pecan and Citrus Nursery Co., Charles A. Simpson, Simpson Nursery Co., Monticello, Fla.; "Fertilizer and War Substitutes," by W. P. Redd of the Grasselli Chemical Co.

President J. R. Mayhew of the American Association of Nurserymen was present and in his address to the Association emphasized the importance of the Market Development Plan. The subject was also touched upon by Henry B. Chase in his report of the Chicago convention. Joseph Martin, formerly advertising manager of Progressive Farming, talked on co-operative advertising.

Before the session was over every concern represented, with the exception of two, agreed to support with dollars and cents the Market Development movement. A good many did not state the amount that they would give, as the subject had not been fully understood by them before.

There was some talk of undertaking to get up a fund to use the coming season for publicity purposes in the South, with the understanding that this would merge into the National campaign whenever that was ready to go ahead. Just what will be done about this is undecided. A committee was appointed to look into the matter.

One of the most interesting features of the meeting was an exhibit of apples grown at Auburn, Ala., same being presented by Prof. G. C. Starcher, State Horticulturist of Alabama. "They were as fine a lot as we have ever seen anywhere, even at the apple shows in Virginia and North Carolina," said Secretary Howard. Prof. Starcher made some very interesting remarks on fruit growing in the South, something really worth while.

A crate of fine grapes was presented to

the Association by H. F. Hillmeyer & Sons, Lexington, Ky.; these were greatly enjoyed.

The report of the committee on time and place of next meeting and nominations was adopted as follows: President, H. B. Caldwell, Atlanta, Ga.; Vice-Pres., S. W. Crowell, Roseacres, Miss.; Sec. and Treas., O. Joe Howard, Pomona, N. C.

The executive committee consists of the above and Charles T. Smith, Concord, Ga., and C. A. Simpson, Monticello, Fla. At a meeting of the executive committee, Charles

members of this Association can accomplish much good for the business. I take the liberty of mentioning several matters which I think worthy of special consideration at this time and on which I hope some action will be taken at the proper time if it is deemed best.

#### MARKET DEVELOPMENT FUND

"Joe Howard will tell us at our meeting tomorrow morning what has already been done and what is planned to do in the raising of a fund for National Advertising and the development of the sale of nursery stock on a national scale. There are great opportunities in work of this character which will further the interests of every nurseryman, whether wholesaler or retailer, and I think it is proper that we should all do our part in this constructive work whether our subscriptions are large or small. Surely this is a time when we should all exert every ounce of effort we can toward bettering our business and the opportunities have never been better, except for some adverse conditions due to the war. The South has been particularly fortunate in securing many government industries and large industries fostered by the government. The development of these industries open up a rich field for the sale of all classes of nursery stock. The southern farmer also has at last come into his own and is better able than formerly to spare the money to beautify his home grounds and plant orchards both for home use and commercial purposes. The matter of lumping individual subscriptions together to make a fund large enough to carry on National Publicity is better than individual effort and ultimately is bound to benefit every nurseryman in the United States but it is no time to stand by and 'Let George, Do It.' We must all put our shoulders to the wheel and help as much as we can. Any subscriptions that we may make will be money well spent and I trust that those who have not already subscribed will give the matter serious consideration when it comes up."

#### THE AMERICAN ASSOCIATION

"We have with us today Mr. J. R. Mayhew, the man who is now at the head of the American Association of Nurserymen and who was largely instrumental in bringing about the re-organization of that body at Detroit three years ago. Under the leadership of men like Mr. Mayhew and Henry Chase the American Association has taken great strides forward since its re-organization and today is much more useful and efficient in looking after the interests of nurserymen than ever before. It is the duty of every nurseryman to obtain membership in the American Association and give it his utmost support. The results already accomplished are nothing compared to what can be accomplished in the future if this support is given by all, and, frankly, friends, the time

T. Smith was elected chairman. The next meeting will be held at Atlanta, Ga., in August, 1919.

#### President Fraser's Address

I want you to know how glad I am to have this the annual convention of the Southern Nurserymen's Association in our city today and to have the privilege of showing you what a great and wonderful town Birmingham is. I hope that each of you will enjoy your visit here and when you return to your homes will feel that the meeting has been a pleasant and profitable one for you.

In the coming discussions I hope each member will feel free to get up and say candidly and frankly just what he thinks—for it is in these open discussions that the best information on any subject is brought out and the greatest benefits derived. One of the things that have always appealed to me in our Association is the close and friendly feeling existing among its members. Working together surely the

has come when we simply must bind ourselves together and put our business upon a better basis if we are to meet the new conditions and confront every nurseryman at the present time as regards high cost of production, adverse legislation and lack of interest on the part of the buying public. Let me urge again upon those who are not already members of the American Association to align themselves with that organization at once and give it their greatest assistance for to do so will surely improve business prospects for us all.

#### HIGHER ETHICS

"The time for sharp practices in the nursery business is past. Those who do not realize it now will do so to their sorrow later on. We must see to it that the purchasers of our goods get value received. It would be worse than useless to undertake the spending of large sums of money upon advertising in an effort to create an interest and demand for our stock unless we go into it with the determination that every buyer shall have plants just as honest and as good as we can make them. The better the results from planting nursery stock the more we can sell. We should not hesitate to charge a good fair price for our stock but we must see to it that the buyer will not have cause to regret the transaction in years to come.

#### EDUCATIONAL BOOKLET

During our sessions here we hope to have a free and open discussion of the Educational Booklet edited under the direction of this Association and distributed by its members. Regardless of advertising campaigns carried on in other ways I feel that this booklet has a special mission for the Southern Nurseryman and that it should be continued with improvements from time to time. National Advertising cannot fill local needs. It will create an interest that must be clinched and made tangible. The needs of the Southern Nurserymen are different from those of nurserymen in other sections of the country and it seems to me that a new edition of this booklet, broadened and amplified will do much good in obtaining business that cannot be obtained in the ordinary way and in stimulating interest that will result in increased sales later. There has long been need of a concise and accurate handbook of information on the subject of Orchard and Home Ground Plantings in the South.

#### EXECUTIVE COMMITTEE

"Pardon me for saying it, but under present conditions your Executive Committee does not do you much good. We get our names printed on a few letter heads and about once a year we have the privilege of voting on a new applicant for membership, but we are rarely ever called upon for any real service. I feel that this committee could be used to considerable advantage to the members of this association if details are worked out. My idea is that with the present topsy-turvy conditions there are many problems that come up from time to time with every nurseryman that the Executive Committee, or, if you will, a special committee could give assistance in. A case in point is that last season Shingle-Tow was practically unobtainable from the usual sources of supply and many of us spent sleepless nights wondering where we would get our packing material. Could not your Executive Committee or a Special Committee make it their business whenever informed of such shortage to endeavor to locate such material and put the members in touch with the source of supply and could not the same committee arrange for the con-

## Rochester, N. Y. and Cleveland, O., Are In Line

Planting Service Trees As Memorials To War Heroes—Has Your Town Heard of the Idea?

The Service Tree plan has been adopted by Rochester, N. Y., and Cleveland, O. It has the endorsement of American Forestry which says:

#### Trees For the Dead

In the Passaic "Daily News" we read that the city of Cleveland has hit upon an admirable type of memorial for war heroes. The fallen soldiers are to have living monuments. Their memory will literally be kept green.

A boulevard is to be consecrated to them, bearing such titles as "Liberty Row." It will be lined with "Victory Oaks." There will be an oak tree planted there for every Clevelander who makes the supreme sacrifice. It will bear a bronze tablet inscribed with his name and military record. The planting of the trees will be made a civic ceremony, in which the relatives of each hero will participate.

What more fitting form of commemoration could there be for the boys who give their lives to their country? They themselves would doubtless prefer such monuments to marble columns. The trees will be, in their very greenness and robust strength, reminders of the youths who gave their vigor to win the big war. There will be no gloom about them. They will stand as a continual inspiration for the living who

look upon them and are sheltered by them from sun and storm.

Such a fine innovation, one would think, needs but to be mentioned to win universal approval. Why not make it a national institution?

But why not plant a Service Tree for each sailor or soldier living or dead? That was the original idea.

One of the first American cities to appreciate the force of the suggestion made at the Chicago convention of the American Association of Nurserymen that Service Trees and Liberty Avenues be planted in honor of the men in their country's service, is Rochester, N. Y. As long ago as July 13th a Rochester newspaper published the following:

Commissioner of Parks William S. Riley is considering a plan for honoring Rochester heroes who lose their lives in the war against the Central Powers. It is the establishing of an avenue of oak trees at either Genesee Valley or Durand-Eastman Park, each tree to bear a bronze tablet with the name of the soldier, sailor or airman in memory of whose sacrifice it is planted.

While the plan is not original in Rochester, this city will be one of the first to adopt it and has, in fact, taken the first step in the dedication, last Arbor Day, of three trees to Rochester men in the United States Army, Navy and Aerial Service. Since that time, however, a number of the men represented by these trees have given their lives in the service of their country and Commissioner Riley feels that individual recognition should be made.

It is probable that the trees will be planted along one of the boulevards in the park which will then receive the name of "Liberty Boulevard." The trees will be known as "Liberty Oaks" and will be planted at stated times with exercises in which the relatives of the dead heroes will take part.

The Rochester park authorities use red oaks for the purpose.

## For Greater Use of Apples

Officials of the Western New York Horticultural Society and the New York State Fruit Growers' Association met last month in conference in Rochester, N. Y., with Charles S. Wilson, New York State Commissioner of Agriculture, and thoroughly canvassed the apple situation. With the export trade virtually paralyzed until after the war and Western competition for the Eastern market better organized than ever before and more aggressive, the problem of a market arises.

A tentative campaign program was outlined and the slogan adopted, "Use more apples to save meat and wheat." It was decided to put on a big apple exhibit at the annual Horse Show and Rochester Industrial Exposition. It is the plan to give away a choice apple to every visitor to the exhibit. By this and other means it is planned to stimulate the use of apples. Increase in freight rates and the high cost of oranges are also expected to help some.

After a thorough practical test extending over a period of two years a practical fruit grower declares that the tractor is indispensable for orchard cultivation. "There is no question as to the successful operation of the orchard type of tractor," he says in Field and Farm. Furthermore, it is an easy matter to distinguish the difference between land cultivated with horses and that on which tractors are used because of the greater depth of cultivation possible.



GEORGE C. ROEDING, Fresno, Cal.

prises 500 acres of land. The old corporation went out of business, but the name of the California Nursery Company is still retained and Mr. Roeding expects to continue the business under this name. It has been incorporated for \$500,000.00.

tracting of such material as is used in quantity by the members so that it might be secured more cheaply. In the face of rising markets it would seem good business to endeavor to so arrange matters that all staple materials could be secured without liability to the association, for the members and thus get the advantage of quantity prices."

## DUSTING AND SPRAYING NURSERY STOCK

Nurserymen who have been troubled with leaf blotch of horse chestnut; leaf spot of currant; leaf spot of plum, cherry or quince; scab diseases of apple, or mildew of rose, in nursery rows will be especially interested in the results of experiments conducted in 1915 and 1916 at the Cornell University Agricultural Experiment Station by Vern B. Stewart, assistant professor of plant pathology who has had charge of the nursery disease investigations in New York State for the last nine years. During the last three seasons Prof. Stewart has conducted dusting experiments for the control of insects and fungus diseases. The results of these experiments are set forth graphically in a bulletin of the station. For the present, and in order to give our readers quickly the results of these investigations we present Prof. Stewart's generalizations and conclusions, reserving some details of the experiments for a future issue.

### GENERALIZATIONS

The results of the experiments for the two years indicate that the dusting method is the more satisfactory means of treating nursery plantings for the control of leaf diseases. Where there has been a comparison of dusted plants and sprayed plants, the dust mixture has proved as effective as, and in most cases slightly more effective than the lime-sulphur solution. This is particularly true for the leaf diseases of horse-chestnut and quince trees.

In certain experiments satisfactory control results were not obtained. These failures, however, can be attributed to causes such as failure to make the applications at the proper time, rather than to lack of effectiveness on the part of the dust mixture. Furthermore, in each case in which the dust mixture did not control the disease the lime-sulphur solution also failed. Apparently, good control results may be expected if the applications are made so as to protect as much as possible of the foliage throughout the growing season.

### MATERIALS TO BE USED

In all the experiments conducted in the nursery, a dust mixture was used consisting of ninety parts of finely ground sulfur and ten parts of powdered arsenate of lead.

The arsenate of lead was added, not only for its value as an insecticide against chewing insects, but also, and primarily, for its adhesive properties. When lead arsenate is moistened there is a tendency for it to become somewhat gelatinous and sticky, thus increasing the adhesiveness and spreading quality of the mixture. The dust mixture is considerably more expensive than the lime-sulfur solution. On the other hand, the actual total expense for the dusting method is but slightly greater than for the liquid, since the handling of a large bulk of water is eliminated, the outfit as compared with a power sprayer is less expensive, and the operators are fewer in number. But, above all, the increased cost of the dust mixture is largely offset by the great saving in time, and especially by the ability to cover large areas at critical periods in a minimum of time. Only one man and a horse are necessary to operate the dusting machine, which runs between the rows and thoroughly dusts four rows of stock of any height found in the nursery plantings. In some plantings, such as currants, the number of rows treated at one time often may be increased to six or seven. There is practically no delay in refilling the hopper, and the horse should walk at a rapid gait in order that there be no waste of the dust mixture.

### COST OF DUST AND SPRAY METHODS

In the block of quince trees indicated which consisted of eight rows, four rows were thoroughly dusted at one time. Considering the time required for the horse with the machine to walk the distance of the block and return, only fifteen minutes were necessary to dust the entire area of two-thirds of an acre. Thirty-five pounds of dust mixture was used in covering the eight rows. The cost of the dust mixture for one application was \$1.90; and with 15 cents added for labor, the entire block could be dusted within fifteen minutes at an estimated cost of \$2.05, equivalent to about \$3 an acre.

Judging from the time required to spray the quince experimental plats with hand machines, it would have taken one man eight hours to thoroughly spray the entire block of trees. Figuring the cost of the

spray solution plus the cartage of water at 35 cents, and estimating the cost of eight hours labor at \$1.60, one application of spray solution could be made for \$1.95.

The slight increase in cost of the dusting method is of little importance considering the fact that the work can be done so much more quickly and thoroughly as compared with the spraying method. The ability to cover large areas in minimum length of time is of primary importance when making the applications just previous to periods of weather favorable for infection of the leaf spot diseases.

A suitable spraying outfit would no doubt reduce somewhat the cost of spraying and afford a means of covering certain stock more rapidly than by hand sprayers. On the other hand, there are on the market no power spraying machines that can be used to advantage in treating plantings of nursery stock varying from one to seven or more feet in height. Furthermore, the labor required to operate a power sprayer is a special item. During the rush of other work in the nursery there is often a tendency to delay spraying until it is too late for the application to be effective. This difficulty is largely overcome with the dusting method, since the dusting can be done more quickly and with less labor, making it unnecessary to sacrifice other nursery work.

The ten-per-cent addition of powdered arsenate of lead to the finely ground sulfur greatly increases the cost of the dust mixture, and it is believed that the amount of arsenate of lead could be materially reduced without decreasing the effectiveness of the mixture. On the other hand, the addition of arsenate of lead is often desirable for certain applications when treating stock infested with chewing insects, such as rose and currant worms, and slugs on pears, cherries and quinces. The arsenate of lead also improves the flowing qualities of the dust mixture, there being a tendency for pure sulfur to lump and clog and not flow freely from the duster. In certain experiments of Reddick and Crosby this difficulty was overcome by the addition of hydrated lime. But there is some evidence that the lime reduces the fungicidal value of the



A NIAGARA DUST SPRAYER AT WORK

mixture. Besides, the mixture of sulfur and arsenate of lead appears to have higher adhesive quality than any other sulfur mixture. Experimental work should be continued in the nursery to test different sulfur mixtures in order that the cost of the dust mixture may be reduced as much as possible.

#### SUMMARY

The results of the experiments performed in 1915 and in 1916 indicate that the application of suitable powdered materials, with air used as a carrier, will control certain leaf diseases of nursery stock as well as does the commonly employed fungicide applied as a spray with water as a carrier.

The dust mixture of ninety parts of finely ground sulfur, practically all of which would pass through a screen of 200 meshes to the inch, and ten parts of equally fine powdered arsenate of lead, controlled the leaf diseases of horse-chestnut, currant, plum, cherry, quince, and rose in the nursery. It is reasonable to believe that the same results might be expected for the control of these diseases under other conditions, such as on cherry, quince, and plum trees in the orchard, or on mature currant bushes.

The dusting method is slightly more expensive, but the applications of the dust mixture can be made in a much shorter time and more thoroughly than can spraying with the usual machines now employed by nurserymen.

Experimental work should be continued, not only to test less expensive dust mixtures in order that the cost of the dust method may be reduced as much as possible, but also to test the value of the dusting method for the control of other leaf diseases found in the nursery.

In conclusion, too much emphasis cannot be laid on the necessity of using in the dust mixture finely ground materials. The fine materials will stick and adhere to the foliage, while the coarser materials roll off the leaves and are of little or no value.

In all the experiments a dust mixture of 90 parts finely powdered sulfur and 10 parts of equally fine powdered arsenate of lead was used.

In a communication to the *American Nurseryman* recently Prof. Stewart says:

"Experiments were performed in 1917 to test mixtures which were less expensive. Since arsenate of lead is the expensive ingredient the amount of lead was reduced. Satisfactory results were obtained with a dusting mixture of 95 parts sulfur and 5 parts arsenate of lead. This mixture checked the disease as effectively as a mixture containing 10 parts of arsenate of lead.

"A mixture of 90 parts sulfur and 10 parts hydrated lime with no arsenate of lead added did not prove effective in controlling leaf diseases affecting nursery stock."

The horticulturist of the Niagara Sprayer Company, Ernest Hart, said this month to a representative of the *American Nurseryman*, in reply to a query:

"A number of nursery concerns are using our dusting machines successfully for the control of nursery insects and diseases. The method has proved to be particularly successful in the control of leaf diseases on nursery stock."

The president of the International Apple Shippers Association recommended an appropriation of \$1000 from the Association funds to stimulate consumption of fresh fruits and vegetables, with the understanding that up to \$500 thereof shall be used to promote observance of National Apple Day.

#### A FINE BLOCK OF STUART PECAN GRAFTS



In the nurseries of the Simpson Nursery Co., Monticello, Fla. The nuts were planted in this block in winter of 1916-17 and were grafted in winter of 1917-18 on the one-year roots. This picture was taken on June 18, 1918. A total of 31,148 Stuart grafts was put in in this block; and on June 1, 1918, by actual grade count there were:

2482	trees	0-1 ft. high
14649	trees	1-2 ft. high
7672	trees	2-3 ft. high
279	trees	3-4 ft. high

---

25082 trees total

This makes an 83.7% live. Usually a 50% live is considered very satisfactory.

#### The Nursery Salesman

By E. H. SMITH

Continued from Aug. 15 issue

It is the duty of every nurseryman present to do all he can to raise the efficiency of his salesmen. We all have some 40, some 60, some 80 and some 100 per cent proficient men. Let us examine these fellows under a microscope and see what we find. Look at the 40 per cent man. He is honest, industrious, sober and very neat in his appearance; but he does not feel well at all times, he is prone to see the dark side of every question that arises, and before long he is obliged to lay off and recuperate. He lacks perseverance, fails to manage his conversation, and is unable to land more than about one out of every five prospects. He manages to get enough business during the first part of the season when the territory has not been canvassed by other concerns to simply hold on by a thread, but as soon as harvesting, or corn picking sets in, he lets go and the result is that we tell him to lay off until business picks up and we will give him another trial.

A 60 per cent man looks somewhat better. Let us size him up. He is sober, healthy, honest, confident, industrious and has system, but he shaves once every week or two, wears a coat collar that should be sent to a soap factory, a vest that would look better worn on a Virginia tobacco plantation, and trousers that would disgrace a ragamuffin. The customer takes a survey of him, and if he finds that they are both of the same type he gives him an order; but others turn him down and at the same time make a solemn vow never to patronize a concern that puts out such men. This man is too much of a pessimist to see his own weakness, and if he happens to fall down, "the trouble is in the territory," of course; yet we make a little money on his business and we class him as part of the organization.

What about the 80 per cent man? He is endowed with all the qualifications except industry and perseverance. He turns over in bed at six, gets up at seven, eats breakfast at eight and starts for the country at nine. He takes two hours for dinner and starts back to town at five. Besides the other qualifications he has a wonderful personality which is the secret of his success in selling more goods than the 40 or 60 per cent man.

We know he has not worked the territory thoroughly but we are afraid to say anything for fear he will hire out to one of our competitors; so he is classed as a fair salesman.

#### THE 100 PER CENT MAN

Now we turn to the 100 per cent man, the fellow with red blood in his veins, a living dynamo. He is up at six, on the road by seven, has two good orders by nine, a row of corn husked by eleven, and a fifty dollar order thrown in by the farmer for the courtesy shown him. Then he solicits another property owner when dinner hour is announced, has another order signed at 12:45, is on the road at one, gets three orders out of four prospects that afternoon, has a date made at six with a prospect for dinner the following day and starts for town eight miles away. He arrives in town at 7:30, eats his supper and takes a stroll up Hillside where the wealthy reside; discovers a fine mansion without a shrub or flower in the spacious yard, calls and finds that the owner is Mr. Jones, president of the First National Bank. He visits with Mr. and Mrs. Jones a few minutes, and after presenting a logical argument why they should adorn that beautiful home with ornamental trees and shrubs, he has the privilege of placing another \$50 token of appreciation in his pocket. This type of a salesman thinks trees, eats trees, hears trees, smells trees, dreams trees and lives trees.

The reason we do not have more 100 per cent men is due to the fact that we lack efficiency ourselves. Why should we be contented with the 40% man who simply succeeds in holding the cost of his orders below the maximum, or the 50% fellow who builds his deliveries up to just one half of what they ought to be. Let us survey our salesmen from different angles and call his attention to his weak points. If he is unwilling to be shown the qualifications he lacks, consign him to the brush pile and try another man.

No matter what periodical you are taking, *AMERICAN NURSERYMAN* should be regularly on your desk. A business aid. Brimming with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERY MEN.

# AMERICAN NURSERYMAN



## CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

### Absolutely independent.

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**ROCHESTER, N. Y., SEPT. 1, 1918**

*Co-operation, not Competition*

### A BILLION DOLLAR INDUSTRY

THE horticultural interests of the United States comprise one of the basic industries of the country. The approximate commercial value of the product derived therefrom is fully \$1,000,000,000 annually, according to the estimate of the National Congress of Horticulture, the organization of which was brought about through the persistent efforts of the "American Nurseryman." The welfare of the whole people of the United States depends largely upon the fostering and developing of these interests.

Scientific, systematic, practical, effective and adequate endeavor to promote this industry starts in the nurseries of the country which represent an investment of \$25,000,000. The activities of orchardists and landscape planters are inseparably connected with those of nurserymen and are recorded in close association in this publication.

The "American Nurseryman" represents in the highest degree every worthy movement for the development of this great field and has earned its title of **THE NATIONAL JOURNAL OF COMMERCIAL HORTICULTURE**.

### SOME WAR-TIME FACTS

ALLOW me to express the appreciation for the patriotic action of the nurserymen in using their influence to increase the amount of fruit produced during 1918. We consider the matter of sufficient importance to include it in our publicity matter going out to farm papers."—U. S. Food Administration, Public Information Division, per D. S. Burch.

Apples are a standard food product. Many persons think of apples as a tonic or relish used for dessert or as an appetizer. Apples rank in food value close to potatoes and higher than many vegetables. The best grade of ripe apples runs from 15 to 18% in food value, mainly sugar; thus in 12 cars of apples there would be something like two cars of sugar and other food constituents. If 1,500,000 bu. of apples going to waste annually in Iowa for instance, could be saved for food purposes, there would be conserved in this process some 12,000,000 lbs. of sugar and food constituents.

### SENATE AND HOUSE

We have sometimes thought that it might be a good plan to establish in the American Association of Nurserymen an upper and a lower house; to the end that brilliant suggestions continually cropping out in formal papers or discussions might be referred to or taken up voluntarily by the lower and more radically inclined house for a thorough thrashing out, thereafter to be passed on for deliberate consideration by the more sedate upper house and perhaps disposed of by joint action.

That little matter as a single instance of much that escapes seemingly deserved attention at the conventions—of the planting of Service Trees and Liberty Avenues, named after men in the country's naval and military service, suggests what might have been brought out in elaborated detail when many minds convene, in the lower body, under the chairmanship for instance of M. R. Cashman. And when passed up eventually as H. R. 7284 to the upper house, we might all expect a finished product, perfectly safe and proper, as the result of serious consideration of the elders under the chairmanship for instance, of E. M. Sherman.

Our idea is that such an arrangement might save from oblivion, or at least bring sooner into service, many of the really valuable suggestions which have fallen by the wayside or languished until much of their effectiveness is lost.

### FRUIT IN THE DIET

Since it is generally conceded that fruit is essential to maintain health and since the U. S. Department of Agriculture has urged the production of fruit as an important feature of the nation's food, nurserymen should continue to take an active part in inducing a wide consumption of fruit. In another column Prof. Sears of Massachusetts outlines some methods for doing this.

It would seem that special effort should be made to devise practical methods for getting to the soldiers and sailors in camp and at the front fruit of various kinds and in suitable forms for preservation, to serve as an important factor, in the army and navy rations. Our readers should be interested to the degree necessary to help bring about results in this direction.

### ADVERTISING THE APPLE

In a recent issue of the Southern Fruit Grower, Prof. F. C. Sears, Mass. Agl. Society says: "If any business firm or corporation had control of such a product as apples, we would see a campaign of advertising which would put Peruna or Grape Nuts entirely out of the running as far as publicity is concerned." Prof. Sears suggests as methods for creating a greater demand for apples more extended use of shows and exhibitions, window displays, demonstrations and exhibits of apple cookery, distribution of sample apples and encouragement of observance of "Apple Day."

He suggests placarding of towns on or before "Apple Day" the presentation of an apple to each child in school and of a basket to each school teacher, each telephone operator, the employees in the post office, the policemen, firemen, express agents, the station agent and the librarian; get the restaurants in town to make a specialty of serving apples on this day in a variety of ways; induce grocers and produce dealers in town to make a specialty of apples for the day—and then to keep it up after the day is past; induce others than grocers to

make window displays also; see that the local newspapers do the occasion justice.

As further propaganda for fruit consumption Prof. Sears suggests labels and wraps bearing the trade mark of the apple grower or growers association; the use of leaflets and booklets capable of endless variation, bearing the trade mark and containing some general information about the orchard, about the different varieties for sale and a price list for the season, or if the grower does a large business, for the months. Another type of leaflet which can be used to very distinct advantage is that which gives recipes for cooking or preserving the fruit.

Few growers perhaps will be able to use the magazine to advantage, though in a number of cases it has been made to play a very important part in an unusually successful campaign. The newspaper, however, might often be used to distinct advantage by any grower whose output of fruit is at all large. The newspaper advertisement, like the leaflet, should be headed by the trade mark and ought to contain some general information about the orchard and an invitation to visit it when the peaches or cherries or apples are in full bloom or when anything of especial interest is going on. It should give information about the fruits in season and in particular ought to advise customers as to the especial value of certain varieties for certain purposes. It offers one of the best opportunities to educate the consumer on this variety question. Once the grower has won the confidence of the public, people soon come to rely upon his judgment and may even accept his verdict that a yellow apple is sometimes better than a red one or that yellow-fleshed peaches are not necessarily any better or even as good as those with white flesh.

### AN EXCELLENT PLAN

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes, so that they may read them away from their business without being disturbed."—Edward N. Hurley, Chairman United States Shipping Board.

It is a noticeable fact that the Washington representative of the American Society of Florists is a florist—a regular commercial member—William F. Gude who has kept in close contact with government representatives throughout the year in behalf of the national association, as was brought out clearly in his annual report at the St. Louis convention last month.

"It seems to me that it is a matter of vital importance that the Bureau of Plant Industry of the U. S. Department of Agriculture undertake to grow some of the leading varieties of plants that nurserymen depend upon importing, especially in fruit tree stocks, although there are important items of ornamental stock that the American trade has been depending upon importing almost entirely."—E. S. Welch, President Mount Arbor Nurseries, Shenandoah, Iowa.

The Market Development Committee met in New York City recently and elected: John Watson, Newark, N. Y., chairman; Robert Pyle, West Grove, Pa., vice-chairman; O. Joe Howard, Pomona, N. C., secretary; E. S. Welch, Shenandoah, Ia., treasurer.

Say you saw it in AMERICAN NURSERYMAN

**THE ALLIES MUST DICTATE**

Within a week after the publication in the *American Nurseryman* of the sentiment under the heading "The Conference Table" in which we urged demand for the kind of peace which will alone prove of lasting satisfaction to the victors in this war, Senator Henry C. Lodge, of Massachusetts, in a speech in the U. S. Senate said, directly in line with our argument:

But assuming as we do, when we say we must make the world safe for democracy that we mean our own conception of democracy, how is it to be made safe? Broadly speaking, there is only one way to obtain this security of the nations, this safety for democracy, this preservation of freedom and civilization, and that is by reducing Germany to a condition where by no possibility can she precipitate another war for universal conquest, with all its attendant sorrows, upon an unoffending world. I can see only one way in which it can be done, and I will enumerate the results, the hard facts, the essential conditions to which we must attain."

"Our part and our business is to put Germany in a position where she can do no more harm in the future to the rest of the world. Unless we achieve this we shall have fought in vain. Congress and the President had no right to declare war unless they meant to do precisely this thing. Nothing less would justify our action. We are pouring out the best blood of the country, the blood of our chosen youth, upon the altar of patriotism. We are making every sort of pecuniary sacrifice. We are bearing an immense burden of taxation. We are mortgaging with our loans the future of coming generations. We have set aside for the time being the constitution under which individual liberty has been preserved, and the country has grown and prospered. We have adopted measures which lead to the building up on one hand of a great bureaucracy, such as that which crushed and ruined Russia, and which on the other, are stimulating the development of State Socialism.

"No peace that satisfies Germany in any degree can ever satisfy us. It cannot be negotiated peace. It must be a dictated peace, and we and our Allies must dictate it.

"The victory bringing such a peace must be won inside, not outside, the German frontier. It must be won finally and thoroughly in German territory, and can be so won nowhere else.

"We shall do it, but we must be above all propositions of a bargained peace, all suggestions of negotiations; deaf to every voice which would divert us from the path; deaf alike to the whimper of pacifist and to the wheedling or truculent appeal of the helpers of Germany. When Germany is beaten to her knees and the world is made safe by the arrangements which I have suggested, then we shall have the just and righteous peace for which we fight. In this way—and in no other—shall we obtain it. We shall obtain it because we are going to win. Let us be true to ourselves, and we shall not then be false to any man."

"It must be a dictated peace, and we and our Allies must dictate it." That is our argument. Let no Hun participate, we repeat. Let the Allied Nations which are fighting for a noble purpose meet at the Conference Table and dictate the terms upon which the Central Powers shall hereafter proceed. Let no Hun participate. The Allies must dictate.

The editor of the Manufacturer's Record, Richard H. Edmunds says in an open letter to Senator Lodge: "I believe you have done all civilization a great service in presenting what you regard as the minimum terms of peace to be imposed upon Germany and its allies and in insisting that peace shall be dictated after the victorious armies of America and our allies have invaded Germany." He thinks the senator from Massachusetts did not go far enough and he suggests:

It has been well said that the civil war was not an unmoral or immoral war, viewed from any standpoint. It was a war of two great sections both dominated by principle, and far removed from any campaign of murder and looting such as that upon which Germany entered. The South within fifty years after the close of the civil war, beginning in overwhelming bankruptcy and poverty, reached a point where its manufactured and agricultural output, where the money expended upon public schools and the amount of banking capital exceeded the totals for the entire country in 1880, though the population of the United States in 1880 exceeded by 17,000,000 the population of the South at the end of the first half century after the close of the war. If the South was thoroughly able to rebuild its fortunes and redeem itself from poverty, surely we would not be inflicting undue punishment upon Germany and its allies if we imposed upon them a financial indemnity sufficient to repay the entire cost of the war to the United States and our Allies, and if we forced them to pay a pension to the families of every soldier murdered in this fight of civilization to save itself from atheistic barbarism.

Editorially the New York Herald indorses this view as follows: "Germans from highest to lowest must be punished for the awful crimes they have committed against civilization, against peoples and against individuals. Civilization will acknowledge itself a failure unless it makes the punishment of the criminals fit their crimes—full measure and running over!"

**READING THE TRADE JOURNAL**

William F. Gude, Washington representative of the Society of American Florists in his annual report, said last month:

Gentlemen, your Washington Fuel Administrator has a limited amount of patience. After the U. S. Government regulations are planned TO WIN THIS WAR FIRST AND ALL THE TIME, and these rules and regulations are published in all the trade papers, is it any wonder than an editor of one of those papers should say "Why subscribe, if you won't read?" and "If you are a florist, why not subscribe to the papers?"

Gentlemen, it is up to you. You have one of the grandest professions on the face of the earth, and one, we claim, that is essential. READ your trade papers. If you do not have them to read, SUBSCRIBE to them. It will save your fellow florists many hours of useless correspondence, your editor many paragraphs of useless expense, and yourself much anxiety and, perhaps, embarrassment.

*My soldier who followed the Stars and the Stripes*

Far over the wide rolling sea,  
To stand at his gun till we conquer the Hun,  
Has just sent a token to me;  
Not a blood-sprinkled souvenir wrested from  
Mars.

The trophy of sabre and lance,  
But a little pressed nosegay of roses that  
bloomed

In a shell-battered garden in France.

Oh, rose of the velvety crimson superb,

And rose with the petals of snow,

So bravely unfolding in beauty and grace

Right under the guns of the foe,

You breathe of the spirit eternal that

springs

O'er ruin and death to advance,

Implanting the flag of the tricolor deep

In the shell-battered gardens of France.

—Minna Irving in New York Herald.

The United States Department of Agriculture has presented to the city of Tokio, Japan, 10 young Kalmia latifolia trees, native of North America. Dr. Walter T. Swingle, of the department, was sent with the trees.

Joseph J. Lane, formerly with the Garden Magazine, has arrived safely overseas.

**How It Looks To the Public**

Nurserymen who have not yet advanced their prices in keeping with advancing costs, should read with special interest our extract, on another page, from the columns of The Chicago Tribune, in which the writer tells nearly 400,000 readers:

"Nursery stock has not kept pace with general rise in prices; in fact, quotations are but little above those which prevailed in 1914. As they must eventually find the general level, this would seem an excellent time to consider the improvement of the home grounds."

Here the public is informed that notwithstanding advance in prices in marked degree in other lines of trade, prices of nursery stock are but little higher than before the European war began! The opinion is expressed that nursery stock prices must find the general level eventually. Why not now?—*American Nurseryman*.

Quoting as above from a recent issue of the *American Nurseryman*, the Horticultural Advertiser, Lowdham, England, comments as follows:

We think every one in the nursery trade in this country is fully in agreement with the above, but it is not high time that the subject was broached? We presume that a committee will very shortly be asked by the Association to go into this matter, but would it not be helpful to this body if members of the trade would express their views beforehand? Our columns are open and we shall be pleased to hear what our readers have to say. Mr. Seabrook and others have given a capital lead upon the subject of too many varieties, and although we shall not be agreed upon which to retain and which to discard, we shall doubtless all of us give this matter our serious consideration when setting our stocks for budding this season. Naturally certain varieties are in demand more in one locality than in another, and we must to some extent be guided by what our customers ask for; nevertheless it must be patent to all that the lists of varieties catalogued are far and away too long.

Now with regard to prices. It will be difficult to fix any rate of increase by percentage. There are not so many of the old-fashioned growers left who cut the loss on unsaleable stock by consigning it to the fire and using the land for a fresh crop, and we fear that there are many in these days who would prefer to sell it at some price, if it paid for lifting. Of course they are foolish, they ruin the trade and get no benefit themselves, but what would you do? They may have a lot of ornamental trees and shrubs for which there is little demand, since building has stopped. On the other hand, we hear that orders for fruit trees are coming in by every post, and so far as we can gather, the supply will not in any way equal the demand. Now, what is to be the advance in price upon these? Labor is the nurseryman's chief item, far the largest charge he has to meet. The increase in this cost will of course, vary, but in many cases the wage of each man has been doubled, and the best men having gone, the cost of the work done is much more than doubled.

Again, owing to shortage of labour, land has become very foul and is costing a lot to clean (we are doing the worst by day work, which comes out at £3 per acre); fruit tree growing was not a gold mine before the war. What percentage must we put on to enable us to pay our way under present conditions? One thing is certain, we must hang together and work together, or we shall starve together.

The work is getting somewhat slacker now, let us have your views.

**HALES HICKORY**

In reply to a request for information, based upon an inquiry by a subscriber, we have received this word from Thomas Meehan & Sons, nurserymen, Germantown, Pa.:

"We are still propagating the Hales paper shell hickory. We have been doing so for probably ten years. We have full control of the original stock of this tree and do not believe anyone else is propagating it."

## Association Activities

### The American Florists

In his address at the annual convention of the American Florists in St. Louis last month President Totty said:

Undoubtedly the greatest thing undertaken by this society during the last year is the publicity campaign, which was launched so auspiciously in New York at the last convention. The work of the publicity committees under the able leadership of Henry Penn and George Asmus has been, with the limited amount of funds at their disposal, simply phenomenal. It would be the greatest of pities if this work should be permitted to drop or drag at this season. Let us make plans at this convention for a vigorous fall offensive in advertising, so we may not lose the benefit of the work already done. One thing alone, the connection of the florists directly with the war, and the adoption of our publicity slogan, "Say it with Flowers," by the League for Woman's Service, is worth more money as a cash proposition to the florists than the whole of the publicity fund. This league will use over 20,000 signs in its work, and "Say it with Flowers" before another year has passed, will be a household word in every home in the country. You have all seen the good work done by this committee in the Saturday Evening Post and other national publications.

Secretary Young in his report said:

The launching of the publicity campaign made larger business quarters absolutely essential, consequently, under the direction of the board, the present administration offices in the Johnston building, 1170 Broadway, New York, were leased and furnished, and now present not only all the required facilities for the transaction of the society's business affairs, but provide a place of meeting for its own committees and for committees of auxiliary bodies with whose work we are more or less identified. Any member visiting New York may use the society's offices as his business headquarters during his stay, being assured of a most cordial welcome and the extension of any courtesy which is within the scope of the office.

This is our idea for the central office, secretary-manager plan presented at the Philadelphia and Chicago conventions of the American Association of Nurserymen—the plan which received such a cordial hope for realization at the Chicago convention.

Secretary Young reported 2215 members. Treasurer Hess reported total receipts of \$77,053.67, of which \$29,556.48 is in the publicity fund.

J. F. Ammann, Edwardsville, Ill., was elected president. The next convention will be held in Cleveland, O.

### An Off Day In Connecticut

Editor of *American Nurseryman*:

The Connecticut Nurserymen's Association held its annual summer outing August 21st at Lake Compounce, Conn., reaching this delightful spot by auto. Fine turn out, and a good base ball game. In fact, the enthusiastic fans had two games. The losers were so badly beaten that they begged the writer not to mention the score. The feature of the game was the unusual batting ability displayed by Messrs. Campbell and Barnes. In fact, it seemed that the pitcher was unable to get a ball past them.

The management at Compounce is to be congratulated upon the barbecued sheep dinner it served, differing from some resorts, in that we were bounteously served at table.

The Association held no business meeting. Everyone appeared to enjoy his or herself.

F. L. THOMAS,  
Meriden, Conn.  
Sec.

W. W. Wyman, Rochester, N. Y., has disposed of the Wyman Nurseries to Claude Ludington, Rochester, N. Y.

### International Shippers

At the 24th annual convention of the International Apple Shippers Association, in Philadelphia, last month, C. J. Brand, Chief of the Bureau of Markets, Washington, D. C., covered several subjects, among them the proposed amended inspection regulation which will undoubtedly be adopted by the government and allow not only shippers but receivers and transportation companies and anybody else interested to call for government inspection of shipments of perishables.

The most gratifying talk of the convention was that of the Rev. Francis A. La Violette, who has just returned from France. His home is Seattle, Wash., and his description of the arrival, distribution, and reception of the apples which the growers and dealers sent to France last spring warmed every listener up to the highest point of appreciation. Rev. La Violette helped to distribute the fruit. "The boys could hardly realize that they had real American apples," said he, "Do it again." He pleaded "Only do it again." The men in the hospitals, in the trenches and in fact, every man everywhere scrambled for them. He said the fruit kept splendidly.

W. L. Wagner made a rousing speech, proposing that the members go on record as pledging themselves to give the Food Administration and the Department of Agriculture the best they have in them and it went through with three great big cheers, and a tiger.

Mr. Wagner was then called upon to report on the "Apples for Soldiers" campaign of last spring. Reduced to dollars and cents, the fund amounted to \$59,170.50. Mr. Castellini moved that the committee be continued, which was duly seconded. A. W. Otis, Boston, proposed that the committee should be started off with some sort of a definite fund. His motion carried and he started the fund with \$100. Then the century marks began to roll in from all over the room to buy and ship apples to the boys "over there." The sum of \$2,850 was subscribed in three minutes by the watch.

There were six instructors present and all of them direct from the seat of action in Washington. They were C. J. Brand, Chief of the Bureau of Markets; C. E. Bell, Assistant Manager of Inland Traffic; G. Harold Powell, in charge of the Perishable Division of the Food Administration; Dr. Mary E. Pennington, of the Department of Agriculture, and President Hearty, who is a member of Mr. Hoover's staff. They were all chatty.

Wayne M. French, of New York, is the new president.

One of the earliest apple orchard sales to be made in Orleans County, N. Y., has been closed by Clark Allis of Medina, who has sold his crop of apples for \$30,000. It is estimated that his orchards will produce 10,000 barrels. He pays for the barrels and gets \$2.85 a barrel. He also sells about 1,000 bushels of Bartlett pears at \$2 per bushel, the baskets being paid for by the buyer.

Despite the shortage of ships and two shipwrecks, farmers received 75,000 tons of nitrate of soda from Chile, bought through the War Industries Board and distributed by the United States Department of Agriculture, according to an announcement recently issued by the Bureau of Markets.

New Jersey Association of Nurserymen held their summer meeting in New Brunswick, N. J., August 17th.

## Foreign Notes

### Conditions In Holland

Marijn Van Kleef discusses in the Florists' Exchange the reasons for low prices of nursery stock in Holland, prices which he believes will not be maintained in the future. It is well known that experienced help could be had before the war at 60 to 80 cents per day, but help in Holland is retained the year around, so that the total amount expended for labor may be nearly equal to the total at \$1.50 to \$1.75 per day paid in America for only the spring and fall seasons. The real reason for low prices heretofore has been the economical use of the land. On account of the soft condition of the soil plowing and cultivating with horses is impracticable. The average nursery in Boskoop is ten to twenty yards in width, with running water on each side, and about one-fourth to one-half a mile in length. As there is no plowing and as plants are transplanted frequently to maintain a good root system, wide rows are not necessary. Nearly every plant is a specimen plant. Instead of an eight or nine hour day, workmen are employed there 16 to 18 hours a day. In large measure attempt is made to grow only perfect plants, imperfect ones being cut out of nursery rows. On account of the war there have been marked changes in Holland. Nearly all nurserymen 19 to 35 years of age have been called to military service, although on furloughs they are tilling the soil. To a great extent the growing of purely ornamental stock has been given up; vegetables have been substituted. It is probable that former conditions will return after the war.

The Victoria, South Australia, Association of Nurserymen has been asked to consider appointment of a committee on research and awards for the purpose of recognizing new features in horticulture and issuing an expert and independent report in regard to them. An excellent idea for consideration by the American Association of Nurserymen or the district association or all together.

The importance of the nursery trade is appreciated in England as it is in America. In a recent article on "Fruit a Necessity," Sir Arthur Lee, Director-General of the British Food Production Dept., says that "the prominence given to horticulture in the new Department is not only an indication of the importance of this subject, but also a guarantee of full recognition of the industry when peaceful times shall come again."

**Failure of the Fruit Crops.**—The tabulated returns on the condition of the hardy fruit crops furnished by correspondents in different parts of Great Britain and Ireland, published in a recent issue of the Gardeners' Chronicle, London, England, show that the outdoor fruit crops of 1918 are amongst the worst on record. The deficiency is especially serious in the case of the principal crops—apples, pears, plums, and cherries.

George C. Roeding of the California Nursery Co., has been spending a vacation in the Sierra Nevada mountains. Mr. Roeding is president of the California state fair, which will be held in Sacramento in September and in doing his utmost to induce the trade to have large horticultural exhibits this year.

The American Association of Cemetery Superintendents will meet in Rochester, N. Y., September 11-14.

**CROP REPORT**

U. S. Dept. of Agriculture report for the week of Aug. 20-26:

**Apple Values Firm.**—Apple Shipments both eastern and western, show steadily increasing volume. Total movement for the week was 633 cars compared with 510 last week. California Gravensteins ranged firm at \$2.75, 3.50 chiefly in Middlewestern markets. The movement from New York state is increasing. At Benton Harbor, Michigan, the ruling price was \$2 per bushel basket f. o. b. cash.

**Pear Movement Continues Liberal.**—Calif. Bartletts are still moving in heavy volume and shipment is quite active from New York and Michigan. Choice Bartletts ranged \$2.35-2.75 per standard box f. o. b. Calif. shipping points. Values at Washington shipping points declined \$5, ranging at the close \$35-40 per ton for Bartletts. At Benton Harbor, Michigan, the ruling price was \$2.75 per bushel basket f. o. b. cash. In consuming markets prevailing range for California Bartletts was \$2.25-3.50 per standard box at auction sales. Although quotations at times exceeded \$4 in New York and Boston, total movement is still very heavy although less than last week with 1,012 cars compared with 1,180 last week.

Barrel apple crop official estimate for August shows increase of 3½ million barrels, with the gain chiefly in New York state. Gain partly offset by decrease of nearly 1½ million barrels in Northwestern box apple crop. Pear crop officially estimated below recent daily average and fully three million bushels less than last year's estimated crop. Decrease chiefly in leading producing states, Calif., Michigan and New York.

Active demand reported for canning material in Pacific Coast sections. Condition of orange crop officially estimated for August at 86 in California and 87 in Florida compared with 45 and 58 respectively last year.

Say you saw it in AMERICAN NURSERYMAN



A. S. PERRY, Cuthbert, Ga.  
Sec'y Nat'l Nut Growers Association, now  
with Y. M. C. A., U. S. A. E. F., France

Secretary A. S. Perry of the National Nut Growers Association, has tendered his resignation to President B. W. Stone and entered Y. M. C. A. work under the colors. As this reaches our readers he will be somewhere in France. He did fine work on Liberty Loan sales during the last drive, and then felt the call for further war work. Mr. Perry has exceptional qualifications for secretarial work and we hope it will be practicable for him to resume his connection with the official force of the national association upon his return to this country. President Stone gave him a fine send-off, saying he would not accept the resignation, preferring to call it a furlough.

**The Apple Crop.**—There is going to be a good apple crop this year. The East, especially speaking of New York state, will have a great many more apples than last year. The Central States will have fewer apples in the aggregate, but still there will be a lot of commercial fruit in that section of the country. The Northwest, the home of the box apple, is going to have a good big crop, perhaps a little less than last year's output, but nevertheless what might be called a big crop. This is speaking generally. There are certain portions of the country in the territory mentioned which will have more or less apples than last year, due to peculiar climatic conditions, such as hailstorms, winter killing, frost early in the spring, dry weather, etc., but in a general way the foregoing is in brief the way the apple crop looks at this writing.—New York Packer.

The Valley Orchard Co., of Arkansas City, Kan., has been incorporated, capital \$20,000.

**Nursery Instruction For Soldiers.**—Located in Allingtown, a suburb of New Haven, Conn., is one of the government's large convalescent hospitals, says American Florist. After the men have become strong enough to take some exercise, their training begins. During the summer there has been an interesting class in horticulture. Every Thursday and Friday one of the big army trucks rolls up to the barracks and loads up with the men who are interested in learning some of the principles of horticulture. They are then taken to the Woodmont branch of the Elm City Nursery Company, six miles distant, where instruction is conducted in a practical and thorough manner. They are taught to distinguish between the different grades of soil, instructed in the principles of cultivating, taught pruning, budding, the making of cuttings, how to transplant and train plants and the general methods of caring for them.

Mr. Hoover, the U. S. Food Administrator, is quoted as saying that fruit is even more essential than potatoes as an article of diet.

## HILL'S EVERGREENS

We are headquarters for everything in the Evergreen line, and with few exceptions have our usual full supply, but some things are scarce and getting scarcer every day. Owing to the lack of imports, demand is brisk, and shrewd Nurserymen are covering their requirements early.

**Nurserymen**—Send us your list of wants in young Evergreens for lining out. Also Deciduous Trees, Shrubs and Vines. Our propagation Department is one of the largest and most complete in America, and feel sure we can save you money and give complete satisfaction.

**Dealers**—Let us take care of your wants in Windbreak, Hedge and Ornamental Evergreens. Send in your list for pricing now, while assortment is complete.

## The D. Hill Nursery Co., Inc.

*Evergreen Specialists*

LARGEST GROWERS IN AMERICA

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A fine lot of shade and ornamental trees

## WANTED

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to write for special prices on Currants, Gooseberries in varieties, 2 yr. No. 1 extra fine bushy plants, best for your retail trade. Samples sent free to prospective buyers.

Complete list of general Nursery Stock now ready. Yours for the asking.

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## Rhinelander Nursery Company

RHINELANDER, WIS.

# What Ornamental Nursery Stock is Doing

## "Get Ready For Company"

In a communication under date of August 22nd to S. B. Vincent, manager of the publicity bureau of the Portland, Ore., Chamber of Commerce, the Mitchell Nursery Co., Tacoma, Wash., says:

Herewith please find enclosed clipping from last evening's News-Tribune, which shows that your publicity campaign is getting considerable publicity even before it is fairly started. We are of course much pleased at your efforts in this direction, as we realize that what benefits Portland also is of benefit to the entire Northwest to a greater or less degree.

In this connection we would like to take the liberty of suggesting that you enlist the services of your local nurserymen in a campaign to beautify Portland—a sort of "Get ready for company" movement. Or better still, ask the co-operation of the Pacific Coast Association of Nurserymen, which will enlist your local dealers, in a campaign of this kind. Mr. C. J. Atwood, of Toppenish, Wash., is the president of this association. Portland has already an enviable reputation as a city of beautiful homes, fine shade trees, etc., but there remains much more to be done before Portland is what it should be—a city of "homes and gardens" instead of merely "houses and lots."

Portland's reputation as a "Rose City" should be broadened by the cultivation of many other flowers which grow luxuriantly in this country. The bulbs grown here are finer than those of Holland.

The old-fashioned perennial flowers of our grandmother's day are what has made England, Flanders and other European countries a vast flower garden, and our Pacific Coast cities could and should have the same attraction, so that not only would Portland be at its best in June when the roses are in bloom, but at all seasons of the year it would be beautiful and attractive to visitors. People come from all parts of the world to see the "Cottage Gardens" of England, Holland, etc., and the display of flowers in these cottage gardens is the delight and despair of flower lovers from every other country.

By asking the co-operation of every property owner in Portland to make your city a vast flower garden you would bring to their attention the work you are doing in their behalf and in that way cause them to take a greater interest in the matter than they would otherwise.

The Pacific Northwest has a number of "gold mines" of incalculable richness and inexhaustible in extent, viz., the splendid climate, beautiful environment, water and mountain scenery, etc. These assets should be exploited to the fullest extent. Our real estate men should help in this publicity work by including in their advertising as much "boosting" propaganda as possible. We do not know how your real estate men in Portland act in this matter, but here in Tacoma our real estate men up to the present time have not seemed to realize their opportunities in selling climate, scenery and the opportunity to share in the commercial and industrial development along with their real estate. This is one of the questions which it seems to us should be brought up at the coming real estate dealers convention to be held in Seattle, August 29th, 30th and 31st. In Los Angeles and other southern California cities the real estate dealers devote a large share of their advertising space to boosting the climate and opportunities for investment, etc.

President E. S. Welch of the Mount Arbor Nurseries, Shenandoah, Iowa, went to Ceres, California, and other Pacific points, last month, on a three weeks' trip.

We are subscribers to the fund for  
MARKET DEVELOPMENT  
A Co-operative National Campaign  
To Create  
NEW BUSINESS FOR NURSERYMEN  
ASK US ABOUT IT.

## Plant Immigrants

The Office of Foreign Seed and Plant Introduction of the Bureau of Plant Industry, U. S. D. A., announces among other interesting plant immigrants the following which should be of special interest to our readers:

*Prunus conradiae* (Amygdalaceae.) 45215. Cherry. Grown at the Plant Introduction Field Station, Rockville, Maryland, from scions presented by Mr. David Fairchild from his place "In the Woods." Handsome tree, from western China, up to 40 feet in height, with the trunk 8 to 20 inches in diameter, thin, pale green leaves, and white to deep blush-colored flowers, an inch or less across, which appear early in the spring. It is very similar to Sargent's cherry (*P. serrulata sachalinensis*). Its satisfactory behavior over a wide range of territory would seem to indicate its possible use as a stock. It might prove immune to the gummosis disease, or the crown gall or even the peach tree borer, and deserves an extensive trial." (Fairchild.)

*Prunus mume Sieb & Zucc.* (Amygdalaceae.) 45176. Japanese apricot. Grown at the Plant Introduction Field Station, Chico, California, from scions presented by Mr. David Fairchild, from his place "In the Woods." "Variety Ginfukurin. A white-flowered variety of the so-called 'Japanese flowering plum tree.' These are among the most picturesque of all the flowering trees; and compose a large part of the illustrations on Japanese screens. Because of their extreme earliness and the fragrance of their blooms, they deserve a place in our gardens. The fruits are sour but they have a delicious wild flavor and aroma about them reminding one of our wild goose plum. When pickled they form, as do olives with us an important adjunct to a meal. These pickled mumes form a part of the ration of the Japanese army and their use is said to quench thirst effectually. They are extremely sour and their use with meats might become popular in America. The flowers of many varieties are often caught by the frost; but the Ginfukurin is rather slow in

coming into bloom, and so is more likely to escape." (Fairchild.)

*Prunus serrulata sachalinensis* (Schmidt) Makino. (Amygdalaceae.) 45178. From Yokohama, Japan. Purchased from the Yokohama Nursery Company. "Yamazakura (mountain cherry)." A deciduous tree, 40 to 80 feet in height, with a trunk sometimes 3 feet in diameter, and sharply serrate oval leaves which are often reddish when young. The deep pink flowers, from 1½ to 2 inches wide, are produced in short-stalked umbels of two to six inch flowers. The fruit is a small black cherry, 1-3 inch in diameter. This tree, a native of Japan, is probably the finest timber tree among the true cherries, and is also remarkable for its beautiful flowers, which appear in April. The seeds germinate freely after lying dormant for a year. (Adapted from W. J. Bean, Trees and Shrubs Hardy in the British Isles, vol. 2, pp. 250, 251, under *Prunus sargentii*.) This flowering cherry tree has proven hardy on the Atlantic Seaboard as far north as Massachusetts, and Professor Sargent of the Arnold Arboretum recommends it as one of the most beautiful of all the flowering cherries. (Fairchild.)

*Prunus subhirtella pendula* (Amygdalaceae.) 45216. Drooping Cherry of Japan. Grown at the Plant Introduction Field Station, Rockville, Maryland, from scions presented by Mr. David Fairchild from his place "In the Woods." One of the loveliest all flowering trees. In Japan, growing to a great age and large size. In the Kyoto park, stands a historic specimen 3 feet in diameter of trunk, with drooping branches covering a whole square which is reported to be 300 years old. It flowers in Maryland about the same time that it does in Japan, i. e. the last week in April, and when in bud, full bloom, or passing out of bloom can not be surpassed by any other tree in loveliness. Its flowers are small, single, borne in pairs or threes and they come out before the leaves. For parks and avenues it may not be so showy when seen from a distance as the double flowering kinds, but as a door yard tree when it can be viewed from near by it cannot be surpassed. Hardy to Massachusetts. (Fairchild.)

## NURSERYMEN'S WORK AT CANTONMENTS

In the last issue of the *American Nurseryman* was shown a scene in France depicting the eager demand for the fruits of nurserymen's work for American orchards.

Herewith is presented something of the work the nurseryman of the country are doing to better conditions at the army cantonments. Much more of such work is needed.

The following letter from the National Plant, Flower and Fruit Guild, Maurice Fuld, National Chairman, Soldiers' Camp Gardens, 70 Fifth Avenue, New York City, under date of August 3, 1918 was received by the Mitchell Nursery Co., Tacoma, Wash.:

Indeed I appreciate your very suggestive letter and I know you will be glad to hear that what you suggest is just what we are going to do.

We are getting out posters now which will be distributed in every town with a request asking for information and then we will tell them just what we want them to do.

I have longed for years to visit that part of the country and I do hope some day I may have the opportunity, but for the present it is out of the question.

MAURICE FULD.

The Mitchell Nursery Company in reply wrote:

Dear Sir:—We are in receipt of your kind favor of the 3rd inst. and are much interested and pleased in hearing of your plans for this work. As stated in our previous letters we believe that there are many private individuals who would be glad to share in this work of making the environment of our soldiers as home-like and attractive as possible, and where they have no shrubbery or other nursery stock to give them would, if their attention was called to the matter, be very glad to place an order with their nearest nurseryman for a dozen or a hundred or a thousand flowering shrubs, roses, bulbs, perennials plants, etc. Nursery stock at the present time is one of the cheapest commodities on the market. As a matter of fact nurserymen at the present time are really philanthropists instead of business men, and they are selling stock for the same prices they have been charging for the last hundred years while the cost of everything that goes to produce the stock has increased from 50% to 500% the last year or two. They will probably "come to" by another year, but in the meantime it affords a grand opportunity for patriotic individuals to serve their country by contributing to the beautification of the cantonments at the very reasonable prices charged for nursery stock.

**AUGUST ROLKER & SONS, NEW YORK**  
**51 BARCLAY STREET**  
**SOLICIT THE ORDERS OF THE TRADE**

## AMERICAN GROWN Lining Out Stock

The cost of importing will far exceed our price for home-grown stock. Furthermore, our plants will give you a better stand.

Bungeii Catalpa and Shrubs in carload lots

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CULTRA BROS., Mgrs.

ONARGA,

ILLINOIS

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Is the Cradle for Potted Evergreens in this Country. This year's crop the best we ever produced. We only ask you to give them a try out, and see how nicely they grow.

**PERENNIALS:** Large quantities and wide assortment, good, strong, heavy plants. We wrap each separately in paper, with earth ball on roots which assures arrival in good condition, even if delayed.

**SHRUBS:** Large supply of leading kinds, carefully dug with all their roots and well-branched tops. We have the best supply, location and packing facilities for small Nurserymen, Dealers and Landscape Contractors, and grade it so good you can unpack it in the dark with safety. Make us your Buying and Pecking Headquarters.

**The Farmers Nursery Co.,  
Troy, Ohio**

#### Not Under the Ban

"American Nurseryman" is the only Nursery Trade Journal which does not come under this ban. It is not owned, directly or indirectly, by a business concern belonging to the trade in whose interest it is issued. It is absolutely independent.

If it relates to Commercial Horticulture it is in "American Nurseryman."

#### PUTNAM'S GARDEN HANDBOOK

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#### IT SURELY OUGHT

IT surely ought to be apparent to almost anybody that the information in a business paper, whether it be in the editorial or in the advertising columns, may easily be of the most tremendous value to the readers of that journal.

As a matter of fact, only those who have been "on the inside" can know the tremendous influence which an efficient business paper yields nowadays in shaping the course of events within its own industry. Very much of the work done by such a journal never appears within its pages at all, but is rendered as supplementary advice and assistance in personal instances.

Even when this is not the case, and the results of investigation carried on or reports of data gathered are published in the pages of the periodical, the reader gets facts which are vital to the well-being of his industry, and gets them at the purely nominal expense of his subscription, though if collected for his individual use alone, or under his own direction, the gathering of such material might have cost hundreds of dollars. The relation between subscriber and publication is in fact getting so close and direct, in the business paper field as well as in others, that there is a well-defined tendency for the trade publication to become a sort of business forum, or public meeting place where all interested persons may make their contributions to the good of the cause in general.—Printers' Ink.

## SCARFF'S NURSERY SMALL FRUIT PLANTS

1200 Acres "At its 28 Years"  
HEADQUARTERS FOR

Blackberries      Gooseberries      Rhubarb      Hardwood Cuttings      Butterfly Bush  
Raspberries      Currants      Privet      Horseradish      Spirea  
Strawberries      Dewberries      Grape Vines      Asparagus      Berberry

100000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See wholesale list before placing your order

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prices given on 6000 different National Lists, cover-  
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ysis and quotation—no obligation.

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#### NEW BOOK      JUST ISSUED

### Plant Propagation Greenhouse and Nursery Practice

By

M. G. KAINS

So many discoveries of new facts by plant investigators, shortcuts and "wrinkles" worked out by plant propagators, and nursery, greenhouse and garden methods simplified or made more effective, have made books hitherto available on plant propagation out of date.

There has also been an insistent call for a volume that would not only include the character of information wanted by nurserymen and other plant propagators, but also discuss the subject of plant propagation from the standpoint of fundamental principles, and include the latest conclusions advanced by investigators throughout the world.

This new book by Professor Kains will appeal with equal force to the amateur, the professional propagator, and the teacher in agricultural colleges and schools.

The book devotes many pages to special plant lists and condensed directions for propagation of vegetables, fruits, annual and perennial flowers, bulbs, ferns, orchids, cacti, evergreens, deciduous trees and shrubs, vines, water plants, greenhouse and house plants and palms.

The table of contents includes: An introduction on general principles, germination, seed testing, potting, layering, bottom heat, cottage, classes of cuttings, graftage, and theories and laws, Daniel's experiments in graftage, tree stocks and scion handling, grafting waxes and wound dressing, methods of grafting considered individually, budding methods, nursery management, and laws affecting nursery stock.

Illustrated 5x7½ inches, 342 pages.  
Cloth. Price \$1.00

AMERICAN FRUITS PUBLISHING CO.  
39 State Street - Rochester, N. Y.

## LITERATURE

**A Practical Method of Preventing the Damping-off of Coniferous Seedlings.** C. A. Scott (Jour. Forestry, 15 (1917), No. 2, pp. 192-196, pls. 2)—A method said to be practical and highly satisfactory is described of sterilizing forest nursery seed beds with steam delivered at 120 to 160 lbs. pressure for from 35 to 45 minutes under inverted pans previously weighted down. This plan has stood the test of use for two seasons very favorable to the fungus, causing the damping-off of coniferous seedlings, except in the case of the Engelmann spruce. The unsterilized bed of all species showed almost a total loss. Germination in the sterilized beds occurred from two to four days earlier and was more nearly complete, giving a considerable saving in the cost of seeds. This method also destroys all weed seeds, thus eliminating the cost of weeding and counterbalancing thereby the entire expense of sterilizing the beds. The seedlings in the sterilized beds made a much more vigorous growth, attaining before the close of the growing season from two to four times the size of those on the untreated beds.

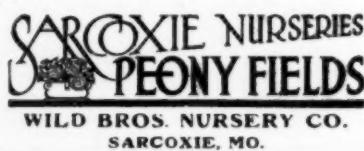
**Investigation of Diseases of the Rose** (Gard. Chron. Amer., 21 (1917), No. 6, p. 245)—Investigations carried on since August 1, 1916, in northeastern United States are said to show that the more important rose diseases prevalent, in their order, are black

### AMERICAN NURSERYMEN: To Get Your Share of the Peony Profits

You must have the Peonies. Use Pennant Brand Peonies for your retail trade, to stock up and to complete your assortment. They are good strong divisions, well grown to please, yet prices are reasonable. There's money in the flowers, too. And every year's delay is a year's profits lost. Here is part of the list:

PENNANT BRAND PEONIES	Dos.	100
Candidissima; good early white.	\$1.50	\$12.00
Couronne D'Or; good late white.	3.00	20.00
Delicatissima; shell pink.	2.00	15.00
Dr. Bretonneau; silvery pink.	1.75	15.00
Duchesse d'Orléans; soft pink.	1.50	10.00
Duchesse de Nemours; ivory white.	1.50	11.00
Edulis superba; good early pink.	1.50	10.00
Floral Treasure; shell pink.	2.00	15.00
Mad. Calot; bluish becoming white.	2.00	15.00
Mad. de Verneville; fine early white.	1.50	11.00
Queen Emma; pink; money maker.	3.00	25.00
Zoe Calot; large Enchantress pink.	2.00	15.00
Pennant Mixed; a fine mixture.	1.25	9.00

Send for complete descriptive list. Even if not ready to buy now have us put you on the mailing list for our next bulletin. It will tell why we think it will pay to plant Peonies now for the "after the war" demand.



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**OREGON CHAMPION GOOSEBERRY  
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**PORLAND, OREGON**

### FOR SALE!

**Southern Natural Peach Seed**

**CHATTANOOGA NURSERIES**  
Chattanooga, Tenn.

spot, mildew, crown gall, stem canker, Phyllosticta leaf spot, rust, bud rot, and miscellaneous leaf spots. Fungi and bacteria causing other diseases are being studied.

A disease which appears to be new and important is briefly described under the name crown canker. Specimens have been sent in from many points extending as far west as Missouri. It was first observed by the author in September, 1916, but has possibly been present for four or five years. All rose varieties appear to be susceptible. The attack occurs just beneath the soil surface, advancing slowly, but killing the plant eventually after a decline in the number and quality of the flowers. Control experiments are now under way. The fungus is thought to live in the soil and to necessitate soil sterilization when the organism has once gained a foothold.

The Illinois Horticultural Society has just issued the bound report of its proceedings of 1917. It contains 430 well printed pages and goes to every member of the society upon the payment of the annual fee, \$1, and this book is the most complete authority on fruit growing in Illinois.

**Recent Publications.**—Twentieth Annual Report Georgia State Entomologist; Rots of Strawberry Fruits, U. S. D. A.; Filled Experiments In Spraying Apple Orchards, Univ. of Ill. Agri. Expt. Sta.; Report of 52nd Annual Convention of Iowa Hort'l Society and Auxiliary Societies, edited by Wesley Greene, Sec'y.

The flower of the German Army plainly is not a perennial.—Joplin, Mo., Globe.

### "HATHAWAY'S"

**The Most Extensive Exclusive Berry Plant  
Nursery in America**

The leading Varieties supplied in large quantities, including Fall Bearers: Currants, Grapes, Gooseberries, Black Raspberries, Strawberries, Root Cuttings Slips and Transplants a Specialty. You never delivered FINER stock nor received quicker service than you get from

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Largest assortment in New England.  
Evergreen and deciduous trees.  
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**THE BAY STATE NURSERIES**

**NORTH ABINGTON, MASS.**

**LABELS FOR NURSERYMEN**  
**THE BENJAMIN CHASE CO.,**  
**DERRY, N. H.**

## Georgia PECAN GROVE FOR SALE

**Sixteen and One-half Acres. Bearing Trees**

**Price: \$16,000, including This Year's Nut Crop; or, \$13,000  
Present Owner to retain this crop.**

**Terms: One-fourth Cash; Balance Through Five Years**

**For particulars, address O. R. T.**

**Care of American Nut Journal, Rochester, N. Y.**

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(If you overlooked any of these items refer to your file.)

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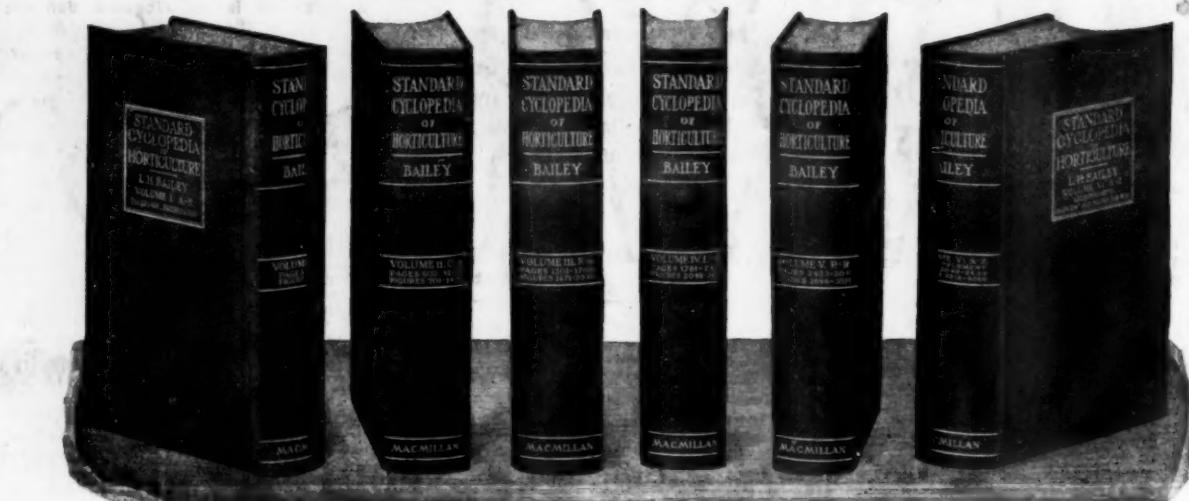
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